

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

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ANNUAL AUDITED REPORT  
FORM X-17A-5  
PART III

SEC FILE NUMBER
8-30055

FACING PAGE

Information Required of Brokers and Dealers Pursuant to Section 17 of the  
Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

REPORT FOR THE PERIOD BEGINNING 04/01/03 AND ENDING 03/31/04  
MM/DD/YY MM/DD/YY

A. REGISTRANT IDENTIFICATION

NAME OF BROKER-DEALER:

HEIDTKE & COMPANY, INC.

ADDRESS OF PRINCIPAL PLACE OF BUSINESS: (Do not use P.O. Box No.)

201 4TH AVENUE NORTH, SUNTRUST BANK BUILDING, SUITE 250

(No. and Street)

NASHVILLE

TN

37219

(City)

(State)

(Zip Code)

NAME AND TELEPHONE NUMBER OF PERSON TO CONTACT IN REGARD TO THIS REPORT

LYMAN O. HEIDTKE

615-254-0992

(Area Code - Telephone Number)

B. ACCOUNTANT IDENTIFICATION

INDEPENDENT PUBLIC ACCOUNTANT whose opinion is contained in this Report\*

THE BAKER GROUP, P.C.

(Name - if individual, state last, first, middle name)

1504 17TH AVENUE SOUTH

NASHVILLE

TN

37212

(Address)

(City)

(State)

(Zip Code)

CHECK ONE:

- ☒ Certified Public Accountant  
☐ Public Accountant  
☐ Accountant not resident in United States or any of its possessions.

PROCESSED  
JUN 04 2004

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THOMSON  
FINANCIAL

\*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2)

SEC 1410 (06-02)

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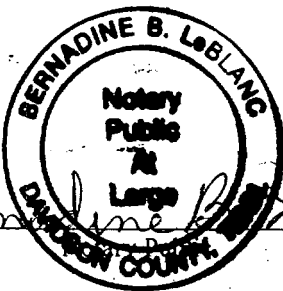
## OATH OR AFFIRMATION

I, LYMAN O. HEIDTKE, swear (or affirm) that, to the best of my knowledge and belief the accompanying financial statement and supporting schedules pertaining to the firm of HEIDTKE & COMPANY, INC., as of MARCH 31,, 2004, are true and correct. I further swear (or affirm) that neither the company nor any partner, proprietor, principal officer or director has any proprietary interest in any account classified solely as that of a customer, except as follows:

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_



Lyman O. Heidtke  
Signature  
President  
Title

This report ~~My Commission Expires~~ (check applicable boxes):

- ☒ (a) Facing ~~Page 26, 2008~~
- ☒ (b) Statement of Financial Condition.
- ☒ (c) Statement of Income (Loss).
- ☒ (d) Statement of Changes in Financial Condition.
- ☒ (e) Statement of Changes in Stockholders' Equity or Partners' or Sole Proprietors' Capital.
- ☒ (f) Statement of Changes in Liabilities Subordinated to Claims of Creditors.
- ☒ (g) Computation of Net Capital.
- ☐ (h) Computation for Determination of Reserve Requirements Pursuant to Rule 15c3-3.
- ☒ (i) Information Relating to the Possession or Control Requirements Under Rule 15c3-3.
- ☐ (j) A Reconciliation, including appropriate explanation of the Computation of Net Capital Under Rule 15c3-3 and the Computation for Determination of the Reserve Requirements Under Exhibit A of Rule 15c3-3.
- ☐ (k) A Reconciliation between the audited and unaudited Statements of Financial Condition with respect to methods of consolidation.
- ☒ (l) An Oath or Affirmation.
- ☐ (m) A copy of the SIPC Supplemental Report.
- ☐ (n) A report describing any material inadequacies found to exist or found to have existed since the date of the previous audit.
- ☒ (o) Independent Auditor's Report on Internal Accounting Control.

\*\*For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).

**STATEMENT OF FINANCIAL CONDITION**

**HEIDTKE & COMPANY, INC.**

**MARCH 31, 2004**



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THE BAKER GROUP, P.C.  
CERTIFIED PUBLIC ACCOUNTANTS

**INDEPENDENT AUDITOR'S REPORT**

Heidtke & Company, Inc.  
Nashville, Tennessee

We have examined the accompanying statement of financial condition of Heidtke & Company, Inc. as of March 31, 2004, and the related statements of income, changes in stockholder's equity, and cash flows for the year then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our examination in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Heidtke & Company, Inc. as of March 31, 2004, and the results of its operations and its cash flows for the year then ended in conformity with generally accepted accounting principles.

Our audit was conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The information contained in schedules 1 through 4 is presented for purposes of additional analysis and is not a required part of the basic financial statements, but is supplementary information required by rule 17a-5 of the Securities and Exchange Commission. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

*The Baker Group, P.C.*  
Certified Public Accountants

May 20, 2004

HEIDTKE & COMPANY, INC.

STATEMENT OF FINANCIAL CONDITION

MARCH 31, 2004

ASSETS

Cash	\$154,546
Cash segregated under federal and other regulations (Note 3)	0
Receivables from brokers and dealers:	
Commissions receivable	51,319
Other receivables	29,555
Related party	0
Securities owned (Note 2):	
Marketable, at market value	327,987
Furniture, equipment, and leasehold improvements, at cost, less accumulated depreciation and amortization of \$63,943	6,407
Other Assets	<u>7,927</u>
Total Assets	<u>\$577,741</u>

LIABILITIES AND STOCKHOLDER'S EQUITY

Accounts payable to clearing broker	\$ 0
Accounts payable, accrued expenses, and other liabilities	<u>188,890</u>
Total Liabilities	<u>188,890</u>
Stockholder's equity	
Common stock	
\$1 par value, 100,000 shares authorized and 1,282 shares outstanding	1,282
Additional paid-in capital	111,593
Retained earnings	<u>275,976</u>
Total Stockholder's Equity	<u>388,851</u>
Total Liabilities and Stockholder's Equity	<u>\$577,741</u>

The accompanying notes are an integral part of this statement.

# HEIDTKE & COMPANY, INC.

## STATEMENT OF INCOME

FOR THE YEAR ENDED MARCH 31, 2004

### Revenues

Commissions and fees	\$ 785,918
Net dealer inventory and investment gains (loss)	
(Net unrealized gain of \$121,510 - Note 2)	209,842
Interest and dividends	<u>24,534</u>
Total Revenue	<u>1,020,294</u>

### Expenses

Commissions	208,352
Clearing fees	163,226
Professional fees	10,896
Insurance	1,164
Interest expense	0
Telephone & answering service	18,685
Rent	41,800
Wages	372,858
Taxes	33,106
Regulatory fees	17,314
Dues, licenses & subscriptions	5,085
Employee benefit program	8,100
Entertainment	19,230
Postage	5,979
Equipment expense	34,772
Travel	7,161
Office supplies	15,636
Parking	7,308
Depreciation and amortization	3,027
Contributions	<u>5,050</u>
Total expenses	<u>978,749</u>

Income before income taxes 41,545

Income taxes 9,270

Net income \$ 32,275

The accompanying notes are an integral part of this statement.

HEIDTKE & COMPANY, INC.

STATEMENT OF CHANGES IN STOCKHOLDER'S EQUITY

FOR THE YEAR ENDED MARCH 31, 2004

	<u>Common Shares</u>	<u>Common Stock</u>	<u>Additional Paid-in Capital</u>	<u>Retained Earnings</u>	<u>Total</u>
Beginning Balance	1,282	\$1,282	\$111,593	\$243,701	\$356,576
Net Income for Year	<u>      </u>	<u>      </u>	<u>      </u>	<u>32,275</u>	<u>32,275</u>
Ending Balance	<u>1,282</u>	<u>\$1,282</u>	<u>\$111,593</u>	<u>\$275,976</u>	<u>\$388,851</u>

The accompanying notes are an integral part of this statement.



**HEIDTKE & COMPANY, INC.**

**STATEMENT OF CASH FLOWS**

**FOR THE YEAR ENDED MARCH 31, 2004**

Cash flows from operating activities	
Net income	\$ 32,275
Adjustments to reconcile net income to net cash provided by operating activities:	
Depreciation and amortization	3,027
Increase in receivables	11,442
Increase in investment securities	(71,938)
Increase in other assets	(7,620)
Increase in accrued expenses	<u>120,031</u>
Net cash provided (used) by operating activities	<u>87,217</u>
Cash flows from Investing Activities	
Purchase of Equipment	<u>(2,885)</u>
Net cash provided (used) by investing activities	<u>(2,885)</u>
Net increase in cash and cash equivalents	84,332
Cash and cash equivalents at beginning of year	<u>70,214</u>
Cash and cash equivalents at end of year	<u>\$154,546</u>
Supplemental Information:	
Income taxes	<u>\$9,270</u>
Interest expense	<u>0</u>

The accompanying notes are an integral part of this statement.

# HEIDTKE & COMPANY, INC.

## NOTES TO FINANCIAL STATEMENTS

MARCH 31, 2004

### NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

A summary of the Company's significant accounting policies consistently applied in the preparation of the accompanying financial statements follows:

Basis of Accounting - The accompanying financial statements have been prepared on the accrual basis of accounting which is in conformity with generally accepted accounting principles. Accordingly, revenues are recorded when due rather than when received, and expenses are recorded when incurred rather than when paid.

Business Activity

The Company operates a stock brokerage firm in Nashville, Tennessee.

Depreciation - The Corporation has elected to use the accelerated method of depreciation for tax purposes and the straight-line method of depreciation for financial reporting purposes.

Income Taxes - Income taxes are provided for based on the income reported on the financial statements which is materially the same as the taxes reported on the tax returns.

Cash and Cash Equivalents - For the purpose of the statement of cash flows, the Company considers all highly liquid debt instruments purchased with a maturity of three months or less to be cash equivalents.

Financial Instruments with Off-Balance Sheet Risk - In the normal course of business the Company purchases and sells securities as both principal and agent. If another party to the transaction fails to perform as agreed (for example failure to deliver a security or failure to pay for a security) the Company may incur a loss if the market value of the security is different from the contract amount of the transaction.

Net Capital Requirements - The Company is subject to the Securities and Exchange Commission's Uniform Net Capital Rule (rule 15c3-1), which requires the maintenance of minimum net capital and requires that the ratio of aggregate indebtedness to net capital, both as defined, shall not exceed 15 to 1. At March 31, 2004 the Company had net capital of \$294,427 which was \$194,427 in excess of its required net capital of \$100,000.

Qualified Deferred Compensation Plan - The Company maintains a qualified deferred compensation plan under Section 401(k) of the Internal Revenue Code. Under the plan, employees may elect to defer a percentage of their salary, subject to Internal Revenue Service limits. In addition, the plan allows for the Company to make discretionary contributions based on the participant's salary. Company contributions to the plan were \$8,100 for the current year.

# HEIDTKE & COMPANY, INC.

## NOTES TO FINANCIAL STATEMENTS - continued

MARCH 31, 2004

### NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - continued

Estimates – Management uses estimates and assumptions in preparing financial statements. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and the reported revenue and expenses. Actual results could differ from those estimates.

### NOTE 2 - UNREALIZED GAIN AND (LOSS) ATTRIBUTABLE TO INVESTMENTS

		<u>Cost</u>	<u>Market</u>	<u>Unrealized Gain(loss)</u>
9,000 shs	ACLN Limited	\$ 634	\$ 90	\$ (544)
36,600 shs	China Industrial Group	0	219	219
750 shs	FSF Financial Corp.	22,627	24,750	2,123
10,000 wts	Int'l Display Works Wts			
	Wts Exp. 8-13-06	0	51,700	51,700
2,000 uts	Mid-Amer Apt REIT	49,924	74,260	24,336
5,000 uts	ML Macadamia orchards	22,054	22,500	446
300 wts	NASDAQ Stock Expire 2005	3,300	0	(3,300)
3,000 shs	Natl Health Inv. Inc.	47,434	92,400	44,966
512 uts	Star Gas Partners, LP	<u>10,504</u>	<u>12,068</u>	<u>1,564</u>
	Other Securities Total	<u>156,477</u>	<u>277,987</u>	<u>121,510</u>
50,000 notes	Int'l Display Works Notes			
	Due 12-31-04	<u>50,000</u>	<u>50,000</u>	<u>0</u>
	Debt Securities Total	<u>50,000</u>	<u>50,000</u>	<u>0</u>
Grand Total		<u>\$206,477</u>	<u>\$327,987</u>	<u>\$121,510</u>

### NOTE 3 - CASH SEGREGATED UNDER FEDERAL AND OTHER REGULATIONS

Cash of \$0 has been segregated in a special reserve bank account for the exclusive benefit of customers under Rule 15c3-3 of the Securities and Exchange Commission.

**HEIDTKE & COMPANY, INC.**

**NOTES TO FINANCIAL STATEMENTS - continued**

**MARCH 31, 2004**

**NOTE 4 - OPERATING LEASES**

The Company conducts its Nashville operations from office space leased under a month to month lease with a ninety day termination option. The monthly rent is \$2,994.93.

**NOTE 5 - RELATED PARTY**

The Company received commissions from it's stockholder for the execution of trades for a Limited Partnership in which the stockholder is also the general partner. The total commission income received for these transactions in the current year was \$247,981. The related accounts receivable amounted to \$0.

HEIDTKE & COMPANY, INC.

SCHEDULE 1

COMPUTATION OF NET CAPITAL  
UNDER RULE 15C3-1 OF THE SEC

AS OF MARCH 31, 2004

Total stockholder's equity from Statement of Financial Condition		<u>\$388,851</u>
Total stockholder's equity qualified for net capital		388,851
Deductions and/or charges		
A. Non-allowable assets		
Petty cash	\$ 150	
Receivable from brokers or dealers	3	
Receivable from non-customers	4,175	
Furniture & equipment	6,407	
Other assets	<u>7,777</u>	
		<u>18,512</u>
Net capital before haircuts		370,339
Debt securities	1,000	
Other securities	56,878	
Undue Concentration	<u>18,034</u>	
Haircuts on securities		<u>75,912</u>
NET CAPITAL		<u>\$294,427</u>

**HEIDTKE & COMPANY, INC.**  
**SCHEDULE 2**  
**Reconciliation of Broker's Computation of Net Capital**  
**To Auditor's Computation of Net Capital**  
**Under Rule 15c3-1**  
**AS OF MARCH 31, 2004**

	<u>Broker's Computation</u>	<u>Difference</u>	<u>Auditor's Computation</u>
1. Total ownership equity	\$526,584	\$(137,733) (1)	\$388,851
3. Total	526,584	(137,733)	388,851
5. Total capital	<u>526,584</u>	<u>(137,733)</u>	<u>388,851</u>
6. A. Non-allowable assets	<u>11,154</u>	<u>(7,358) (2)</u>	<u>18,512</u>
Total deductions	<u>11,154</u>	<u>(7,358)</u>	<u>18,512</u>
8. Net capital before haircuts	515,430	(145,091)	370,339
9. Haircuts on securities:			
D Undue Concentration	<u>9,536</u>	<u>8,498 (3)</u>	<u>18,034</u>
Total haircuts	<u>67,414</u>	<u>8,498</u>	<u>75,912</u>
10. Net capital	<u>\$448,016</u>	<u>\$(153,589)</u>	<u>\$294,427</u>

(1) Accrual of year end bonuses	\$(159,500)
Recording of additional fixed assets	2,884
Recording of additional other assets	7,500
Adjustment of depreciation expense	(3,027)
Adjustment of corporate income taxes	21,983
Accrual of various month end expenditures	<u>(7,573)</u>
	<u>\$(137,733)</u>
(2) Net decrease in furniture and equipment	\$ (142)
Increase in other assets	<u>7,500</u>
	<u>\$ 7,358</u>
(3) Due to change in current capital after audit adjustments	<u>8,498</u>
	<u>\$ 8,498</u>

**HEIDTKE & COMPANY, INC.**

**SCHEDULE 3**

**COMPUTATION OF RESERVE REQUIREMENTS  
AND  
INFORMATION RELATING TO POSSESSION OR CONTROL REQUIREMENTS  
UNDER RULE 15c3-3 OF THE SEC**

**AS OF MARCH 31, 2004**

Heidtke & Company, Inc. did not carry any margin accounts, maintained no securities on hand, promptly transmits all customer funds, and will not otherwise hold funds or securities for, or owe money or securities to, customers, and will effectuate all financial transactions between the broker or dealer and his customers through a special bank account which will be designated as "Special Account for the Exclusive Benefit of Customers of Heidtke & Company, Inc." thereby meeting the conditions of Rule 15c3-3(k)(2)(i) exempting it from the requirements of Customer Protection Rule 15c3-3.

**HEIDTKE & COMPANY, INC.**

**SCHEDULE 4**

**COMPUTATION OF BASIC NET CAPITAL REQUIREMENTS**

**AS OF MARCH 31, 2004**

Minimum net capital required	<u>\$ 12,593</u>
Minimum dollar net capital requirement of reporting broker	<u>\$100,000</u>
Net capital requirements	<u>\$100,000</u>
Excess net capital	<u>\$194,427</u>

**COMPUTATION OF AGGREGATE INDEBTEDNESS  
AND  
RATIO TO NET CAPITAL**

Total liabilities from statement of financial condition	\$188,890
Less: non aggregate indebtedness	<u>0</u>
AGGREGATE INDEBTEDNESS	<u>\$188,890</u>

Percentage of aggregate indebtedness to net capital

Aggregate indebtedness	<u>\$188,890</u>	
Net capital	<u>\$294,427</u>	64.16%

**STATEMENT OF CHANGES IN LIABILITIES  
SUBORDINATED TO CLAIMS OF CREDITORS  
FOR THE YEAR ENDED MARCH 31, 2004**

Beginning Balance	\$0.00
Additions	0.00
Deductions	<u>0.00</u>
Ending Balance	<u>\$0.00</u>





THE BAKER GROUP, P.C.  
CERTIFIED PUBLIC ACCOUNTANTS

**Independent Auditor's Report  
on Internal Accounting Control  
Required by SEC Rule 17a-5**


Heidtke & Company, Inc.  
Nashville, Tennessee

In planning and performing our audit of the financial statements and supplemental schedules of Heidtke & Company, Inc., for the year ended March 31, 2004, we considered its internal control, including control activities for safeguarding securities, in order to determine our auditing procedures for the purpose of expressing our opinion on the financial statements and not to provide assurance on internal control.

Also, as required by rule 17a-5(g)(1) of the Securities and Exchange Commission (SEC), we have made a study of the practices and procedures followed by the Company including tests of such practices and procedures that we considered relevant to the objectives stated in rule 17a-5(g) in making the periodic computations of aggregate indebtedness (or aggregate debits) and net capital under rule 17a-3(a)(11) and for determining compliance with the exemptive provisions of rule 15c3-3. Because the Company does not carry securities accounts for customers or perform custodial functions relating to customer securities, we did not review the practices and procedures followed by the Company in any of the following:

1. Making quarterly securities examinations, counts verification, and comparisons
2. Recordation of differences required by rule 17a-13
3. Complying with the requirements for prompt payment for securities under Section 8 of Federal Reserve Regulation T of the Board of Governors of the Federal Reserve System

The management of the Company is responsible for establishing and maintaining internal control and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of controls and of the practices and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be expected to achieve the SEC's above-mentioned objectives. Two of the objectives of internal control and the practices and procedures are to provide management with reasonable but not absolute assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition and that transactions are executed in accordance with management's authorization and recorded properly to permit the preparation of financial statements in accordance with generally accepted accounting principles. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.



Because of inherent limitations in internal control or the practices and procedures referred to above, error or fraud may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

Our consideration of internal control would not necessarily disclose all matters in internal control that might be material weaknesses under standards established by the American Institute of Certified Public Accountants. A material weakness is a condition in which the design or operation of the specific internal control components does not reduce to a relatively low level the risk that error or fraud in amounts that would be material in relation to the financial statements being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. However, we noted no matters involving internal control, including control activities for safeguarding securities, that we consider to be material weaknesses as defined above.

We understand that practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the SEC to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the company's practices and procedures were adequate at March 31, 2004, to meet the SEC's objectives.

This report is intended solely for the use of the Board of Directors, management, the SEC, and other regulatory agencies that rely on rule 17a-5(g) under the Securities Exchange Act of 1934 in their regulation of registered brokers and dealers, and should not be used for any other purpose.

  
Certified Public Accountants

May 20, 2004